

Message Text

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SUBJ: PAM AM-LOT DISCUSSIONS ON AIR SERVICE

PAN AM DIRECTOR FOR POLAND IGNATIUS BOCWINSKI TOLD EMBOFF ON AUGUST 25, 1978, THAT HE AND GEORGE GALLEGHER, PAM AM AREA DIRECTOR FOR EASTERN EUROPE, MET ON AUGUST 15-16, 1978, IN WARSAW WITH LOT GENERAL DIRECTOR WLODZIMIERZ WILANOWSKI AND COMMERCIAL VICE-DIRECTOR ZBIGNIEW DABROWSKI AND DISCUSSED THE FOLLOWING TOPICS CONCERNING THE U.S.-POLAND AIR SERVICE:

A. BILATERAL DISCUSSIONS - LOT OFFICIALS SAID THE POLES ARE PROPOSING THE DATES OF OCTOBER 12-13, 1978 FOR THE NEXT ROUND OF BILATERAL DISCUSSIONS ON THE U.S.-POLAND AIR TRANSPORTATION AGREEMENT. (COMMENT: THE EMBASSY IS ATTEMPTING TO GET CONFIRMATION IN WRITING FROM THE MINISTRY OF FOREIGN AFFAIRS ON THE PROPOSED DATES AND PLACE OF THE MEETING. END COMMENT.)

B. TICKET SALES - PAN AM INDICATED CONCERN ABOUT 1978 PASSENGER TICKET SALES WHICH REACHED \$1.5 MILLION FOR JANUARY-JUNE 1978, 15 PERCENT BELOW THE AMOUNT FOR THE SAME PERIOD IN 1977. LOT OFFICIALS WERE OPTIMISTIC AND SAID PASSENGER TRAFFIC IS INCREASING. THEY ALSO SAID THAT THEY MIGHT MAKE UP FOR THE

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DEFICIT IF THE SUM OF \$4.5 MILLION IN TICKET SALES STIPULATED IN THE U.S.-POLAND AIR AGREEMENT IS NOT REACHED BY THE END OF 1978.

C. CARGO VOLUME - PAN AM OFFICIALS ARE CONCERNED ABOUT A 15 PERCENT DECREASE IN AIR CARGO VOLUME DURING 1978 (\$40,000 FOR JANUARY-MAY 1978) COMPARED TO 1977. LOT OFFICIALS

RESPONDED THAT THE DECREASE IS DUE TO U.S. TRADE RESTRICTIONS, AND UNTIL EXISTING BARRIERS ARE LIFTED, THERE IS NO SOLUTION TO THIS PROBLEM.

D. AIRPORT SERVICES - PAN AM OFFICIALS NOTED THAT SERVICES PROVIDED BY LOT FOR PAN AM AT THE WARSAW OKECIE AIRPORT LEAVE MUCH TO BE DESIRED. AIRCRAFT ARE NOT PROPERLY CLEANED AND NOT ENOUGH DRIVERS ARE PROVIDED FOR SERVICE VEHICLES. LOT OFFICIALS POINTED OUT THAT THE UNIONS INSIST THAT LOW WAGES BE PAID TO SERVICE PERSONNEL. AS A RESULT, IT IS DIFFICULT TO FIND PEOPLE TO PERFORM THE REQUIRED SERVICES. LOT OFFICIALS PROMISED TO DO THEIR BEST TO RECRUIT THE NEEDED PERSONNEL AND ASKED FOR PAN AM'S UNDERSTANDING AND COOPERATION IN THIS MATTER.

E. WIDE-BODIED AIRCRAFT - LOT OFFICIALS STRESSED THAT NO WIDE-BODIED AIRCRAFT WILL BE ALLOWED TO LAND AT OKECIE AIRPORT DURING 1978. LOT IS NEGOTIATING THE PURCHASE OF A BOEING-747 AIRCRAFT, ACCORDING TO BOCWINSKI. ONCE THIS TRANSACTION IS COMPLETED, POSSIBLY BY THE END OF 1978, PAN AM WILL BE ALLOWED TO OPERATE A SIMILAR AIRCRAFT ON A RECIPROCAL BASIS.

F. SLOW AIRPORT PROCESSING - PAN AM COMPLAINED ABOUT THE SLOW PROCESSING OF ARRIVING AND DEPARTING PASSENGERS AT OKECIE AIRPORT. LOT OFFICIALS PROMISED TO IMPROVE PROCESSING SERVICES AND ASKED PAN AM TO WORK TOGETHER

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WITH THEM IN THIS AREA.

G. ALTITUDES IN BERLIN AIR CORRIDOR - LOT OFFICIALS INQUIRED IF CHANGES ARE BEING CONSIDERED IN THE FLIGHT PATTERNS IN THE WEST BERLIN AIR CORRIDOR. LOT AIRPLANES ON THE BERLIN-LONDON FLIGHT MUST FLY AT LOW ALTITUDES AND THIS INVOLVES A GREAT EXPENDITURE. PAN AM OFFICIALS ASSURED THEM THAT THE SAME REGULATIONS APPLY TO THEIR FLIGHTS AND THAT NO CHANGES ARE PLANNED IN THE FORESEEABLE FUTURE.

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